

Message Text

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SUBJECT: TRADE COMPLAINT: ASSISTANCE TO ELECTRIC STORAGE BATTERY

REF: A) USDOC 14775; B) MOSCOW 13207

1. COMATT SPOKE WITH SAVINOV BY PHONE AUGUST 31 AND CONFIRMED MACDONALD'S UNDERSTANDING OF SOYUZVNESHTRANS POSITION OUTLINED PARA 4, (A), (B) AND (C), REFTEL (A). COMATT EXPLAINED AGAIN EMBASSY'S INTEREST IN SEEING PROBLEM AMICABLY RESOLVED AS EXPEDITIOUSLY AS POSSIBLE. STRESSING URGENCY OF MATTER FOR CONTINUED OPERATIONS OF ESB'S SUBSIDIARY PLANT IN IRAN, COMATT REITERATED WHAT HE UNDERSTOOD TO BE ESB OFFER TO PAY ADDITIONAL SUM OF \$35,000 TO SOYUZVNESHTRANS ON ACCOUNT OF EDWARDS INTERMODAL TO SECURE IMMEDIATE RELEASE OF TWO ESB CONTAINERS OF MANGANESE ORE NOW BEING HELD IN USSR. SAVINOV WOULD NOT BE MOVED, HOWEVER, DESPITE COMATT'S ARGUMENT THAT ESB SHIPMENT REPRESENTED ONLY TWO CONTAINERS OUT OF TOTAL OF 22 CONTAINERS WHICH SOYUZVNESHTRANS EARLIER (REFTEL B) ALLEGED TO BE HOLDING AGAINST PAYMENT OF \$232,000 IN BACK DEBTS BY EDWARDS INTERMODAL, AND THAT TO RECEIVE \$35,000 FROM ESB WOULD SEEM TO BE MORE THAN AMPLE COMPENSATION ON A PRO-RATED BASIS.

2. ON QUESTION OF SUPPORTING MACDONALD'S VISA APPLICATION BY TELEX WITH SOVIET TRADE REPRESENTATIVE OFFICE IN WASHINGTON, SAVINOV SAID THAT ALTHOUGH SOYUZVNESHTRANS WOULD PROBABLY BE WILLING TO DO THIS, SIMPLEST AND MOST ECONOMICAL THING FOR MACDONALD TO DO
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AT THIS STAGE WOULD BE TO DISCUSS MATTER WITH SOV TRADE REPS IN

WASHINGTON. IF WORKABLE SOLUTION COULD NOT BE FOUND, MACDONALD WAS THEN TO CONTACT HIM AGAIN REGARDING VISA SUPPORT. SAVINOV SAID THAT TRADE REPS IN WASHINGTON WERE FULLY FAMILIAR WITH PROBLEM AND WITH SOYUZVNESHTRANS' POSITION.

3. SOYUZVNESHTRANS IS OBVIOUSLY GOING TO HAND TOUGH FOR AS LONG AS IT CAN BEFORE COMING TO SOME SORT OF DEAL WITH AFFECTED U.S. SHIPPERS. INCIDENTALLY, SAFEWAY STEEL PRODUCTS OF MILWAUKEE (CONTACT: TERRY C. WENZEL, TRAFFIC MANAGER) WAS OTHER FIRM ALLUDED TO IN REFTEL (B) ABOUT WHICH USCO HAD EARLIER BEEN IN CONTACT WITH SOYUZVNESHTRANS CONCERNING PROBLEM IDENTICAL TO THAT OF ESB (IRAN). WE HAVE ALSO BEEN IN DIRECT TELEX CONTACT WITH SAFEWAY STEEL ON MATTER, AND, IF THEY HAVE NOT ALREADY DONE SO, ESB, BAKER AND MCKENZIE SHOULD CERTAINLY COORDINATE THEIR EFFORTS WITH SAFEWAY STEEL SO THAT MAXIMUM PRESSURE IS BROUGHT AGAINST SOYUZVNESHTRANS TO ACCEPT SOME PARTIAL PAYMENT IN RETURN FOR RELEASE OF SHIPMENTS IN QUESTION.

RE LATTER SUGGESTION, IT SHOULD BE KEPT IN MIND THAT IT WAS SOYUZVNESHTRANS WHO SUGGESTED POSSIBILITY OF ACCEPTING PARTIAL PAYMENTS AGAINST ACCOUNT OF EDWARDS INTERMODAL IN FIRST PLACE. WE CANNOT PREDICT AT THIS POINT HOW FAR SOYUZVNESHTRANS MAY BE PREPARED TO GO IN ALL OF THIS, BUT WE WOULD ADVISE MACDONALD TO FOLLOW UP ON SAVINOV'S ADVISE AS A NECESSARY FIRST STEP. WE WILL, OF COURSE, BE GLAD TO ASSIST IN ANY WAY WE CAN SHOULD HE BE FORCED TO COME TO MOSCOW.
STOESSEL

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